

Platform Assessment Services

Understand if ecosystem change is a good option for you

Empower your organization with Cloud Ecosystem Change

Whether your multicloud strategy is to expand your current on-premises cloud environment or completely transition to a new one(s), you will want to be confident that the outcomes you need will be achieved. By taking a thoughtful approach to your transition, you can match your decision drivers and use cases with the best fit cloud ecosystem(s), experiencing unparalleled flexibility, resilience, and innovation.

Did you know?

89%

of organizations say usage / evaluation of multiple hypervisor options is a strategic imperative¹

¹ Enterprise Strategy Group Research Report, "Navigating the Cloud and AI Revolution", The State of Enterprise Storage and HCI, March 2024

Understand platform options based on business, technical and financial requirements

When considering an on-premises cloud ecosystem expansion or ecosystem change, IT Organizations will want to focus on a comprehensive evaluation of their current and desired states and identify areas for cost savings. Dell Technologies Services offers expert guidance by assessing your existing cloud platform architecture and understanding your vision, guiding principles, and any constraints. This involves a detailed analysis of dependencies and critical business criteria such as cost efficiency, scalability, user experience and technical support.

Dell will recommend three suitable ecosystem platforms, reviewing their impact on existing services, identifying challenges, and establishing a clear transition roadmap with a business justification and financial model. This process ensures alignment with strategic goals, prioritizes resources, and outlines necessary activities and investments for successful implementation.



Develop a path forward to transition to a new ecosystem or supplement with additional cloud ecosystem(s)



Create a business justification and financial model for the proposed ecosystem transition

Service methodology

Gather information through interviews and review of existing environment, then create a view of the current state, a suggested future state and a high-level digital plan.

As-Is	Issues	Vision	To-Be	Roadmap	Benefits
Capture the current state of the elements of the environment under review	Identify the major issues in the environment today impacting cost or service	Capture the strategic vision and architectural principles	Build out a proposed future state for the elements under review	Develop an initiatives roadmap to migrate from the AS-IS to the TO-BE state	Capture costs with suggested ROI timeframes

Strategic vision & guiding principles

There are three main guiding principles areas important to consider when building your vision:

Business disruption minimization	Vendor and solution management	Technical and financial optimization
<ul style="list-style-type: none">Retain automation and optimizationSafeguard in-flight programsMaintain strategic business relationships	<ul style="list-style-type: none">Mitigate ecosystem vendor lock-in risksPrioritize market-based solutionsApply rigorous evaluation to solutionsFavor open-source solutions when feasible	<ul style="list-style-type: none">Maintain technical objectivityOptimize IT costs and expenditureAdopt a private-cloud first strategy

Platform Decision Tool

In order to help you decide on your optimal future To-Be state, a Dell-developed recommendations engine will be utilized that filters data based on your input, to suggest platform(s) that best achieve your stated business goals and requirements.

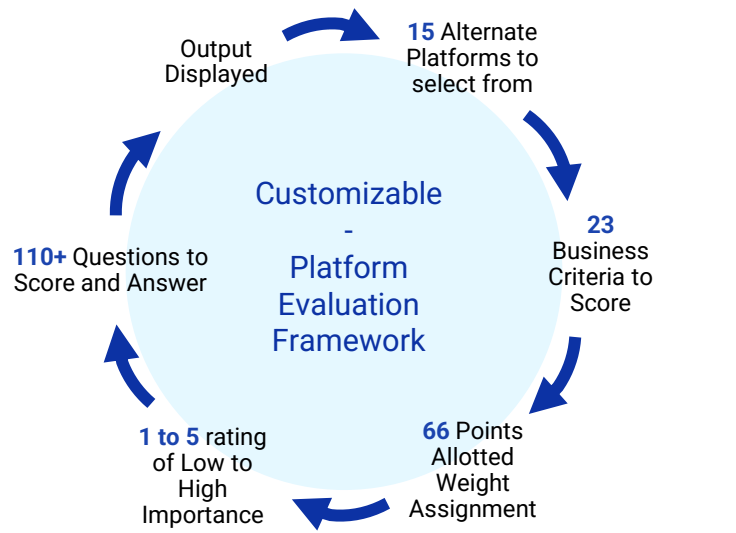
1

Filter Based On Desired Platform
Select from platforms to be included in the recommendation output





















15 platforms choices to select from including:	Include in recommendation?
Microsoft	Yes
Nutanix	No
Open Source	No
Red Hat	Yes
VMware by Broadcom	Yes
Other	No
<div><div>Reset</div><div>Submit</div></div>	





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Evaluate Via Proprietary Scoring Engine







3 Sample platform decision tool output

	Choice A	Choice B	Choice C	Choice D
Requirement 1				
Requirement 2				
Requirement 3				
Requirement 4				
Requirement 5				

Alignment levels:  Full  Medium  Low  None

4 Visualize most suitable platform

The Platform Decision Tool displays the most suitable platforms based on unbiased inputs

Candidate	Choice A	Choice B	Choice C	Choice D
Great				
Good				
Fair				
Poor				
Disqualified				

- Assigned weighted business criteria
- Scored the capability of the platform
- Customer responses based on business requirements, functionality and architectural preferences

Make Dell Technologies Services your multicloud by design partner

Our outcome focused approach will accelerate your ability to deliver a multicloud by design that will drive your business forward, harmonizing business and IT strategies. With Dell as your trusted partner, you can focus more on delivering services to your business and your business can focus on delivering innovation and growth.



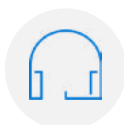
NUTANIX



vmware
by Broadcom



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